

## Message Text

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20

ACTION NEA-09

INFO OCT-01 ISO-00 EB-07 ( ISO ) W  
----- 013943

R 060735Z APR 75

FM AMEMBASSY KUWAIT

TO USDOC WASHDC

SECSTATE WASHDC 2691

INFO AMEMBASSY ABU DHABI

AMEMBASSY BEIRUT

AMEMBASSY DOHA

AMEMBASSY KIDDA

AMEMBASSY MANAMA

AMEMBASSY MUSCAT

AMEMBASSY TEHRAN

USINT BAGHDAD

UNCLAS KUWAIT 1500

E.O. 11652: N/A

TAGS: ENRG, ECRE, KU

SUBJECT: FOSTER-WHEELER WINS \$80 MILLION REFINERY CONTRACT

1. WE UNDERSTAND FOSTER-WHEELER HAS WON CONTRACT FOR SUPPLYING AND CONSTRUCTING ISOMAX UNIT FOR KUWAIT NATIONAL PETROLEUM COMPANY'S REFINERY. REFINERY IS PRESENTLY BEING DEBOTTLENECKED BY SNA-PROGETTI AND WILL HAVE CAPACITY OF 180,000 BPD. WE UNDERSTAND CONTRACT IS \$80 MILLION, BUT NOT CERTAIN WHETHER FIXED-COST OR COST-PLUS CONTRACT.

2. FOSTER-WHEELER WAS IN COMPETITION WITH FLOUR AND CHIYODA. INTERESTINGLY FOSTER-WHEELER HAD LOCAL AGENT WHEREAS ITS COMPETITION CHOSE TO ALLOW KNPC TO ACT AS THEIR REPRESENTATIVE. THEORETICALLY, THIS SHOULD HAVE HELPED SAVED THOSE COMPANIES AGENT COMMISSION IN QUOTING FOR PROJECT.

3. IT DIFFICULT TO SAY HOW MUCH ECONOMIC BENEFIT FROM THIS CONTRACT WILL ACCRUE TO U.S. ISOMAX UNIT WILL COME FROM JAPAN UNDER LICENSE FROM CHEVRON. IN CONVERSATION WITH EMBOFF, KNPC AND FOSTER-WHEELER REPS ESTIMATED THAT ONE-THIRD EQUIPMENT  
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COSTS WOULD GO TO U.S. WE SHALL REPORT FURTHER DETAILS WHEN

AVAILABLE.

4. COMMENT: FOSTER-WHEELER, WHICH ALSO HAS A JOINT VENTURE  
OIL FIELD EQUIPMENT REPAIR FACILITY IN KUWAIT, HAS AN EXCELLENT  
CHANCE TO WIN ANOTHER CONTRACT TO DEBOTTLENECK AN 800 MT UREA  
PLANT FOR PETROCHEMICAL INDUSTRIES COMPANY.  
STOLTZFUS

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NNN

## Message Attributes

**Automatic Decaptioning:** X  
**Capture Date:** 01 JAN 1994  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** CONTRACTS, PETROLEUM REFINING  
**Control Number:** n/a  
**Copy:** SINGLE  
**Draft Date:** 06 APR 1975  
**Decaption Date:** 01 JAN 1960  
**Decaption Note:**  
**Disposition Action:** n/a  
**Disposition Approved on Date:**  
**Disposition Authority:** n/a  
**Disposition Case Number:** n/a  
**Disposition Comment:**  
**Disposition Date:** 01 JAN 1960  
**Disposition Event:**  
**Disposition History:** n/a  
**Disposition Reason:**  
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**Document Number:** 1975KUWAIT01500  
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**Enclosure:** n/a  
**Executive Order:** N/A  
**Errors:** N/A  
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**Office:** ACTION NEA  
**Original Classification:** UNCLASSIFIED  
**Original Handling Restrictions:** n/a  
**Original Previous Classification:** n/a  
**Original Previous Handling Restrictions:** n/a  
**Page Count:** 2  
**Previous Channel Indicators:** n/a  
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**Previous Handling Restrictions:** n/a  
**Reference:** n/a  
**Review Action:** RELEASED, APPROVED  
**Review Authority:** ShawDG  
**Review Comment:** n/a  
**Review Content Flags:**  
**Review Date:** 25 JUN 2003  
**Review Event:**  
**Review Exemptions:** n/a  
**Review History:** RELEASED <25 JUN 2003 by SilvaL0>; APPROVED <14 JAN 2004 by ShawDG>  
**Review Markings:**

Margaret P. Grafeld  
Declassified/Released  
US Department of State  
EO Systematic Review  
05 JUL 2006

**Review Media Identifier:**  
**Review Referrals:** n/a  
**Review Release Date:** n/a  
**Review Release Event:** n/a  
**Review Transfer Date:**  
**Review Withdrawn Fields:** n/a  
**Secure:** OPEN  
**Status:** NATIVE  
**Subject:** FOSTER-WHEELER WINS \$80 MILLION REFINERY CONTRACT  
**TAGS:** ENRG, ECRE, KU  
**To:** COM STATE  
**Type:** TE  
**Markings:** Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 05 JUL 2006